

CALIFORNIA GROWTH



Revenue Growth vs. National

8.3%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.4%

Past 12 Months National

4.8%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Employment Growth

4.6%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.3%

Past 12 Months National

2.8%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

California companies are less confident than their peers



GLOBAL ECONOMY

48%



NATIONAL ECONOMY

79%



LOCAL ECONOMY

86%

VS. NATIONAL MIDDLE MARKET

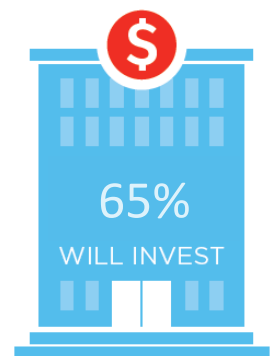
55%

79%

83%

Preparing for growth through capital investment

Middle market companies in California are sending a strong message that they are poised to invest.



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET CALIFORNIA'S MIGHTY MIDDLE MARKET

California's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$730B

IN ANNUAL REVENUE



MORE THAN

16,000

BUSINESSES



REPRESENTS

0.7%

OF ALL CALIFORNIA
COMPANIES



GENERATES

21%

OF ALL CALIFORNIA
BUSINESS REVENUE



EMPLOYS

29%

OF THE CALIFORNIA
WORKFORCE

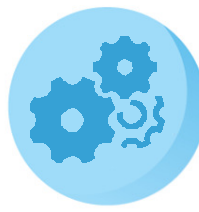


Diverse



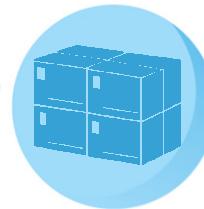
PROFESSIONAL
SERVICES

9.2%



MANUFACTURING

17.9%



WHOLESALE
TRADE

14.4%



FINANCE & INSURANCE

5.2%



CONSTRUCTION

8.8%



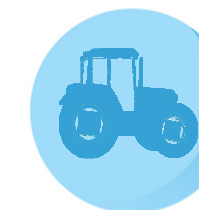
RETAIL TRADE

9.8%



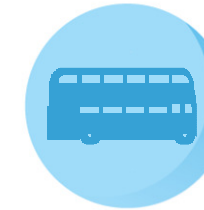
HEALTHCARE

6.5%



AGRICULTURE

1.5%

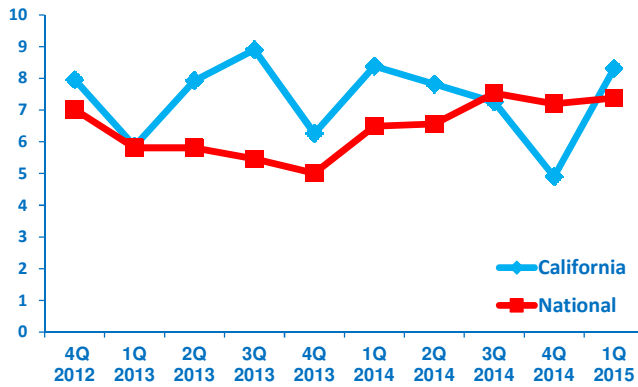


TRANSPORTATION &
WAREHOUSING

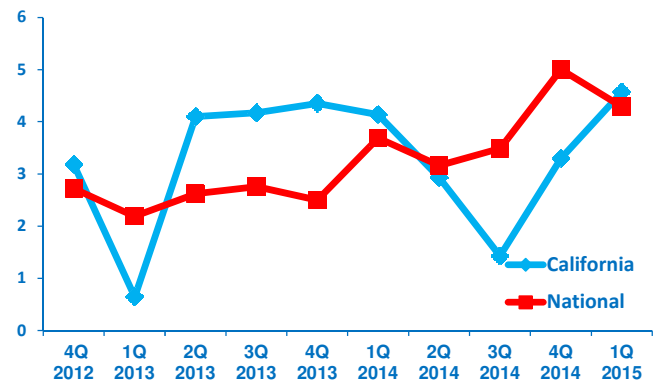
2.5%

CALIFORNIA GROWTH VS. NATIONAL

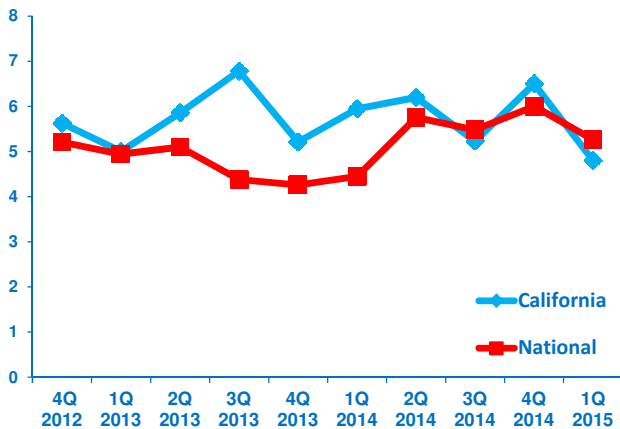
Revenue Growth past 12 months



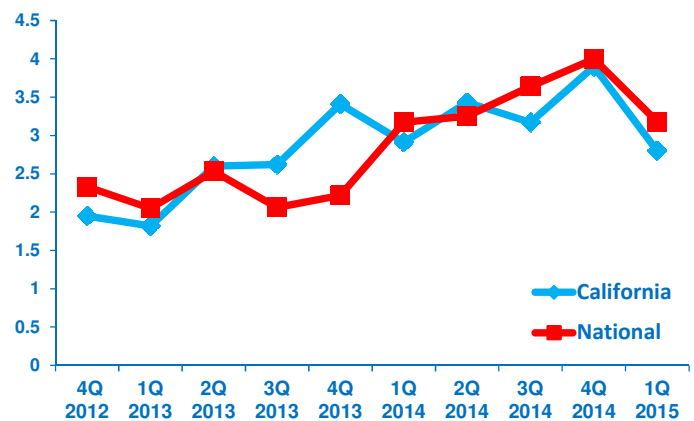
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth Next 12 months



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



NATIONAL CENTER FOR
THE MIDDLE MARKET

In Collaboration With

